



Georgia Military College Migrates to Microsoft Lync

With AudioCodes Mediant E-SBCs and Fusion SIP Trunking

Executive Summary

Georgia Military College, a liberal arts junior college with a number of campuses across Georgia, like many higher education institutions had been challenged with monthly reoccurring operating costs and the need to improve staff efficiency. The college's costs for legacy Centrex service continued to be substantial, slow to adapt to staffing changes, and extremely difficult to budget. Beyond cost issues, the physical diversity of the college made collaboration between staff and students slow and cumbersome. By deploying Microsoft Lync Unified Communications with Fusion SIP Trunking and integrated via AudioCodes Mediant E-SBCs, the college was able to reduce their monthly reoccurring charges by 80% and dramatically improve staff efficiency.



Background

Established in 1879 in Milledgeville, Georgia Military College (GMC) includes a liberal arts junior college, a high school, and a middle school. GMC's focus is on a junior college military science program that culminates at the end of two years of study and training with contracted cadets being commissioned as officers in the U.S. Army. GMC is one of five military junior colleges that participate in the Army's Early Commissioning Program.

The main campus in Milledgeville serves about 275 resident full-time ROTC students (the Corps of Cadets) and several hundred local area commuter students. GMC also offers five centers and two extension offices located around the state of Georgia that serve a total of almost 4,000 commuter full and part time students.

More about GMC can be found at <http://www.gmc.cc.ga.us/>



Challenges

Costs - The telecommunications services at GMC were based on Centrex service from a major local exchange carrier, supporting the staff and facilities across the seven campuses. The costs associated with the Centrex service were a significant portion of the communications budget and very unpredictable, making them difficult to budget. The unpredictability in costs were the result of fees associated with moves, adds and changes – often due to instructor and staff mobility and office changes. The local access line charges, local and long distance calling fees were significant and an easy target for cost reduction.

Need for Collaboration - In addition to cost management, the ability for instructional staff, students and administration to collaborate was quite limited – requiring physical meetings that were often difficult to schedule and requiring staff to travel between the widely distributed campuses. The inability to effectively collaborate between staff and campuses slowed the decision making process and was highly inefficient.

Retention of Local Telephone Numbers – as many of the employees and students live relatively close to the various campuses, maintaining local telephone numbers for each of the various campuses was important.

Reliability – any modification to the communications infrastructure at the college must encompass a survivability strategy, allowing each of the campuses to be self-sufficient and continue to offer services in the case of a WAN or data center failure.

Solution

Phase I

- Deploy Microsoft OCS R2 at each of the seven campuses, providing instant messaging, desktop collaboration and new IP Phones for voice communications
- Install two AudioCodes Mediant Hybrid Gateways at the main campus and smaller gateways at each remote campus as needed to integrate OCS with the existing TDM trunking and Centrex service

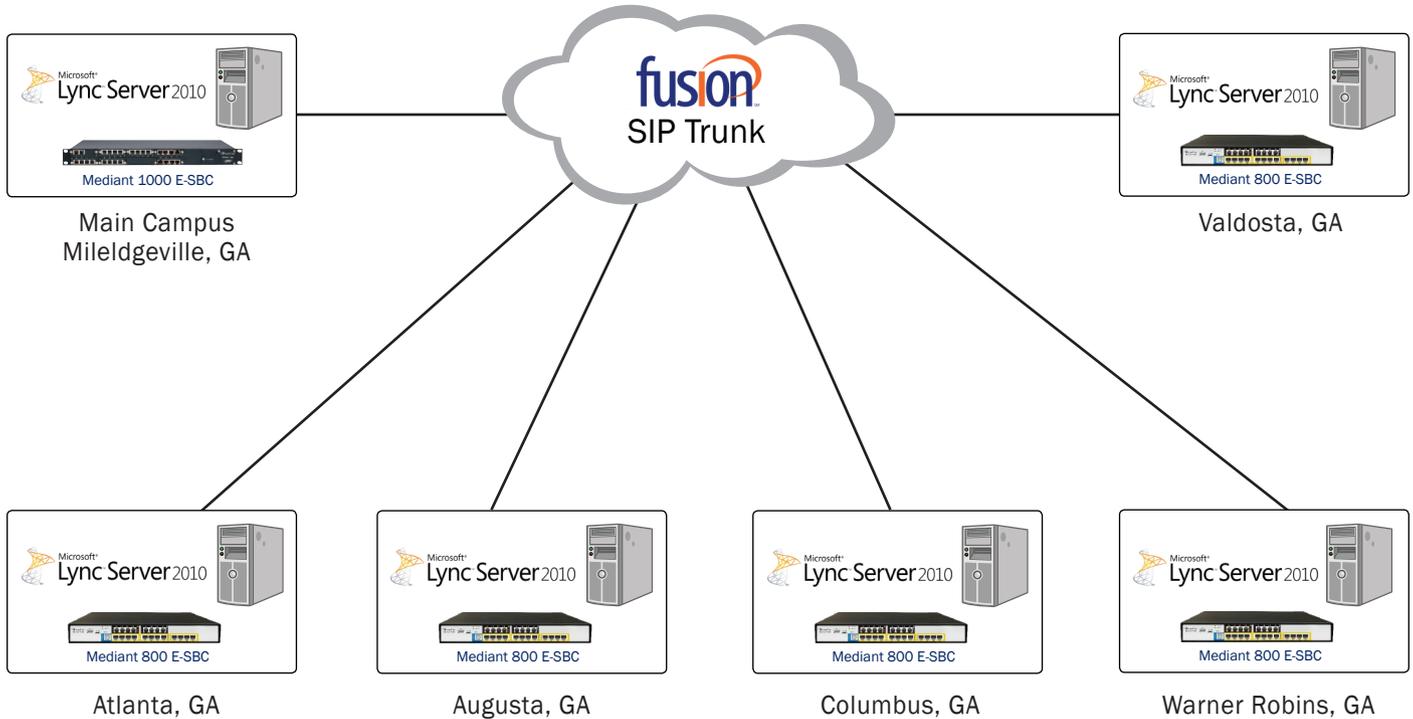
Phase II

- Upgrade the AudioCodes Mediant 1000 gateways at the main campus to add E-SBC capabilities, deploy Mediant 800 E-SBCs at each of the remote campuses
- Activate Fusion SIP Trunking service with local numbers at each of the campuses
- Decommission the Centrex service and the majority of the TDM trunking circuits (keeping only a few analog trunks for alarm panels)

Phase III

- Upgrade each of the campuses to Microsoft Lync as it became practical

“By migrating to Unified Communications with Microsoft Lync, AudioCodes and Fusion, Georgia Military College was able to reduce monthly recurring costs by 80%, allowing the college to invest in other important student education programs”, said Drago Totev, Associate Vice President - Telecommunications & Networking, Georgia Military College.



Results

With the completion of the migration plan, Georgia Military College has completely moved to Microsoft Unified Communications, eliminating the legacy Centrex service and TDM trunking. The college now utilizes Fusion SIP Trunking for all local and long distance calling, retaining local numbers in each of the campus locations. Interoperability and security for the college is accomplished with an array of AudioCodes Mediant 1000 and Mediant 800 E-SBS devices, at least one device is installed at each campus.

After a financial analysis, the college realized an 80% reduction of monthly reoccurring telecommunications charges and has seen continued reduction in the per-user reduction in communications costs. By migrating to Unified Communications and SIP Trunking, the college is more efficient, more responsive to student and staff needs, and is better prepared for growth.

Future

As part of the Microsoft TAP program, the college is looking forward to working with the next generation of Unified Communications in Microsoft Lync Wave 15 and enhanced conferencing and other features as it becomes available.

More Information

For more information on Fusion SIP Trunking, visit: <http://www.fusionconnect.com>

For more information on AudioCodes Mediant 800 and 1000 SBCs, including related whitepapers, product introduction videos and additional case studies, visit: <http://www.audiocodes.com/sbc>

About AudioCodes

AudioCodes Ltd. (NasdaqGS: AUDC) designs, develops and sells advanced Voice over IP (VoIP) and converged VoIP and Data networking products and applications to Service Providers and Enterprises. AudioCodes is a VoIP technology market leader focused on converged VoIP & data communications and its products are deployed globally in Broadband, Mobile, Cable, and Enterprise networks. The company provides a range of innovative cost-effective products including Media Gateways, Multi-Service Business Gateways, Session Border Controllers (SBC), Residential Gateways, IP Phones, Media Servers and Value Added Applications. AudioCodes' underlying technology, VoIPerfectHD™, relies on AudioCodes' leadership in DSP, voice coding and voice processing technologies. AudioCodes High Definition (HD) VoIP technologies and products provide enhanced intelligibility and a better end user communication experience in Voice communications.

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